

COP 18
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Qatargas: Natural Gas for a Global Sustainable Energy Future

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Sr. LNG Marketer -Short Term Trading & Optimization

Qatargas

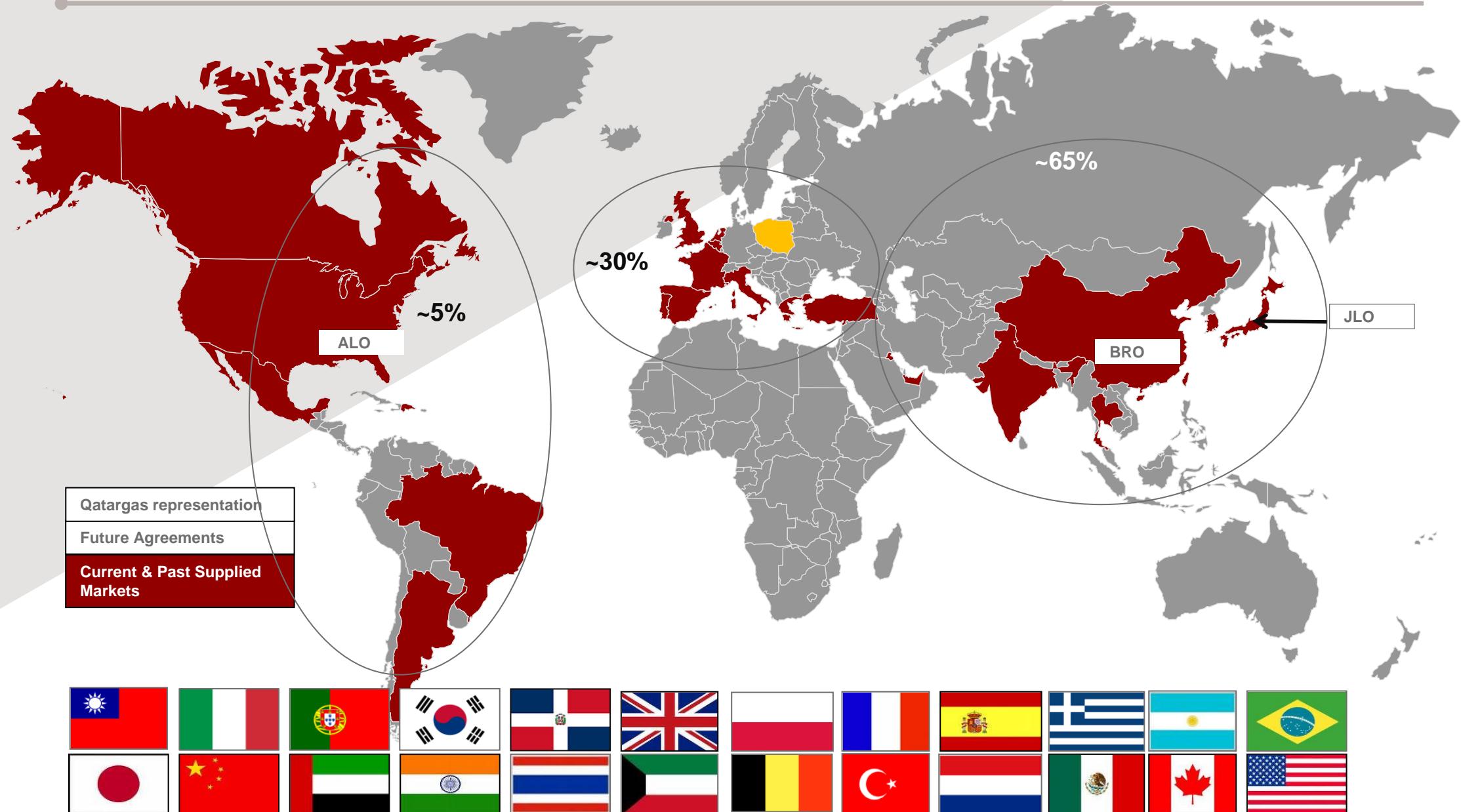
The World's Premier LNG Company



Disclaimer

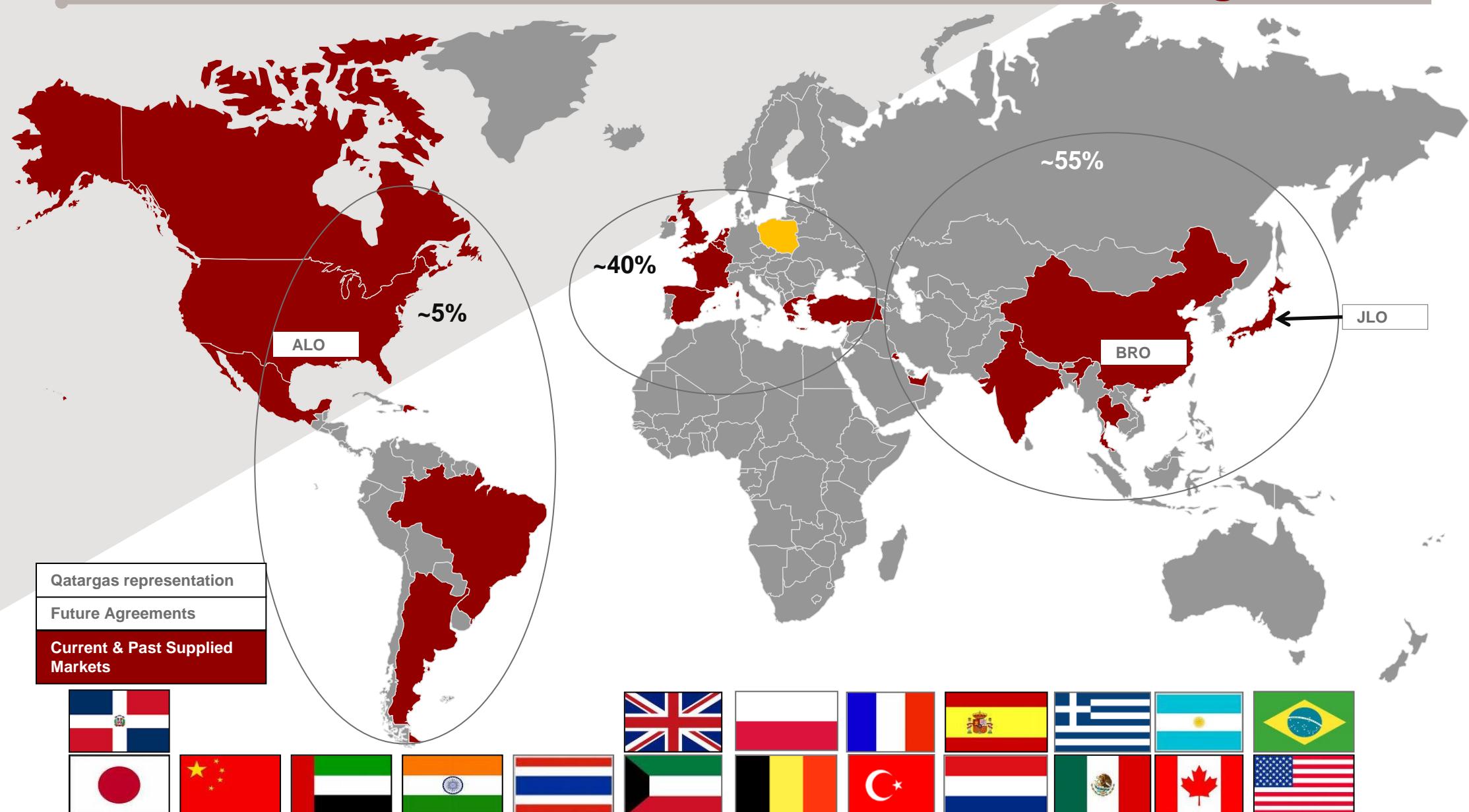
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In 2012 Qatar LNG is serving a Global market...



NOTE: Percentages based on deliveries reported by Waterborne LNG from January-August 2012.

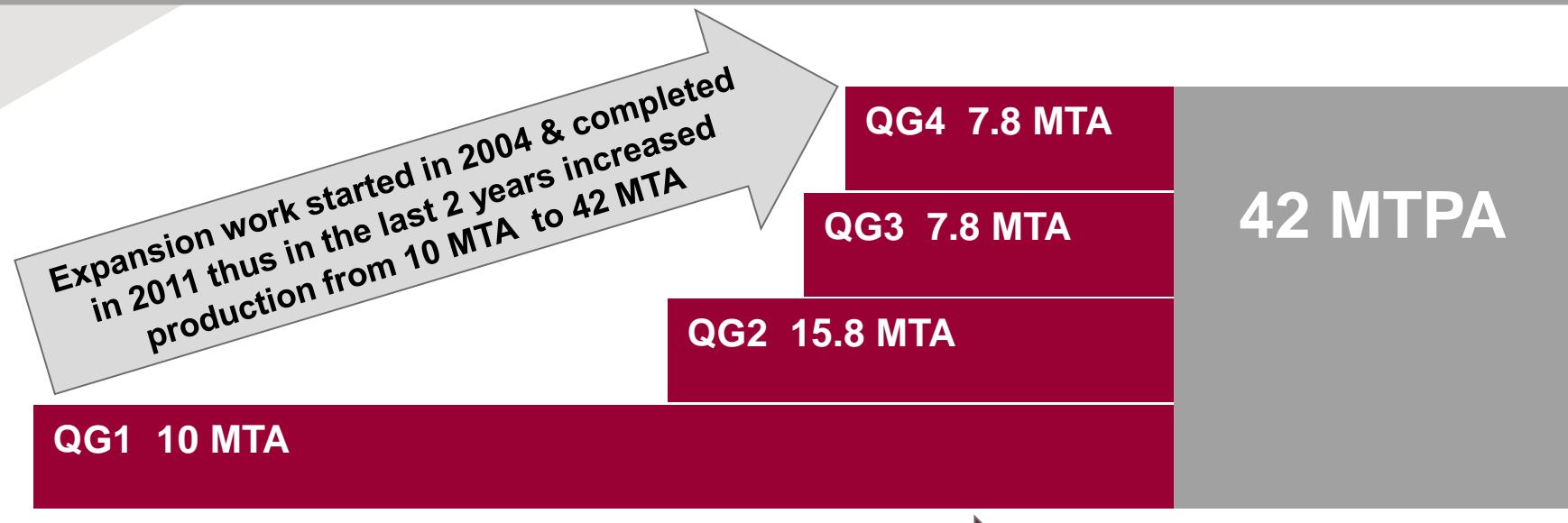
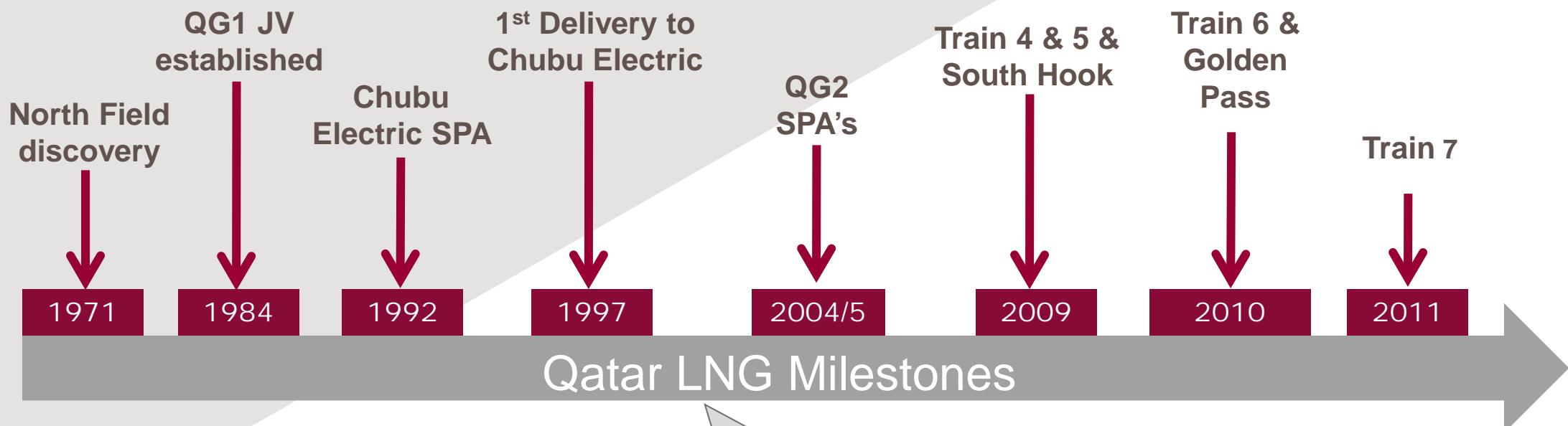
...these are destinations for most of Qatargas LNG



NOTE: Percentages based on current Qatargas deliveries. Italy and South Korea have also received Qatargas cargos in the past.

LNG History & Development in Qatargas

Challenges & Opportunities of being the largest LNG exporter



Timeline

Qatargas: Organizational Structure



Qatargas Operating Co. Ltd
“An equivalent Fortune 100 company”

QG1



قطر للبترول
Qatar Petroleum

ExxonMobil



MITSUI & CO., LTD.

QG2



قطر للبترول
Qatar Petroleum

ExxonMobil



QG3



قطر للبترول
Qatar Petroleum

ConocoPhillips



MITSUI & CO., LTD.

QG4



قطر للبترول
Qatar Petroleum



Laffan Refinery



قطر للبترول
Qatar Petroleum

ExxonMobil



MITSUI & CO., LTD.

COSMO



Standing Reputation with High Quality Buyers

- Developed a strong professional reputation within the industry
- Track record for reliability & dependability with long term Buyers
- Continuous business outreach to new prospective Buyers
- Strong commitment to be the best in class



Tohoku Electric Power Co., Inc.

ExxonMobil

Gas & Power Marketing



TOTAL
Energia

中国電力 サイト内検索



CHUBU
Electric Power



PGNiG

dusup

TOKYO GAS



PetroChina



TOHO GAS

Design Your Energy / 明日を
OSAKA GAS



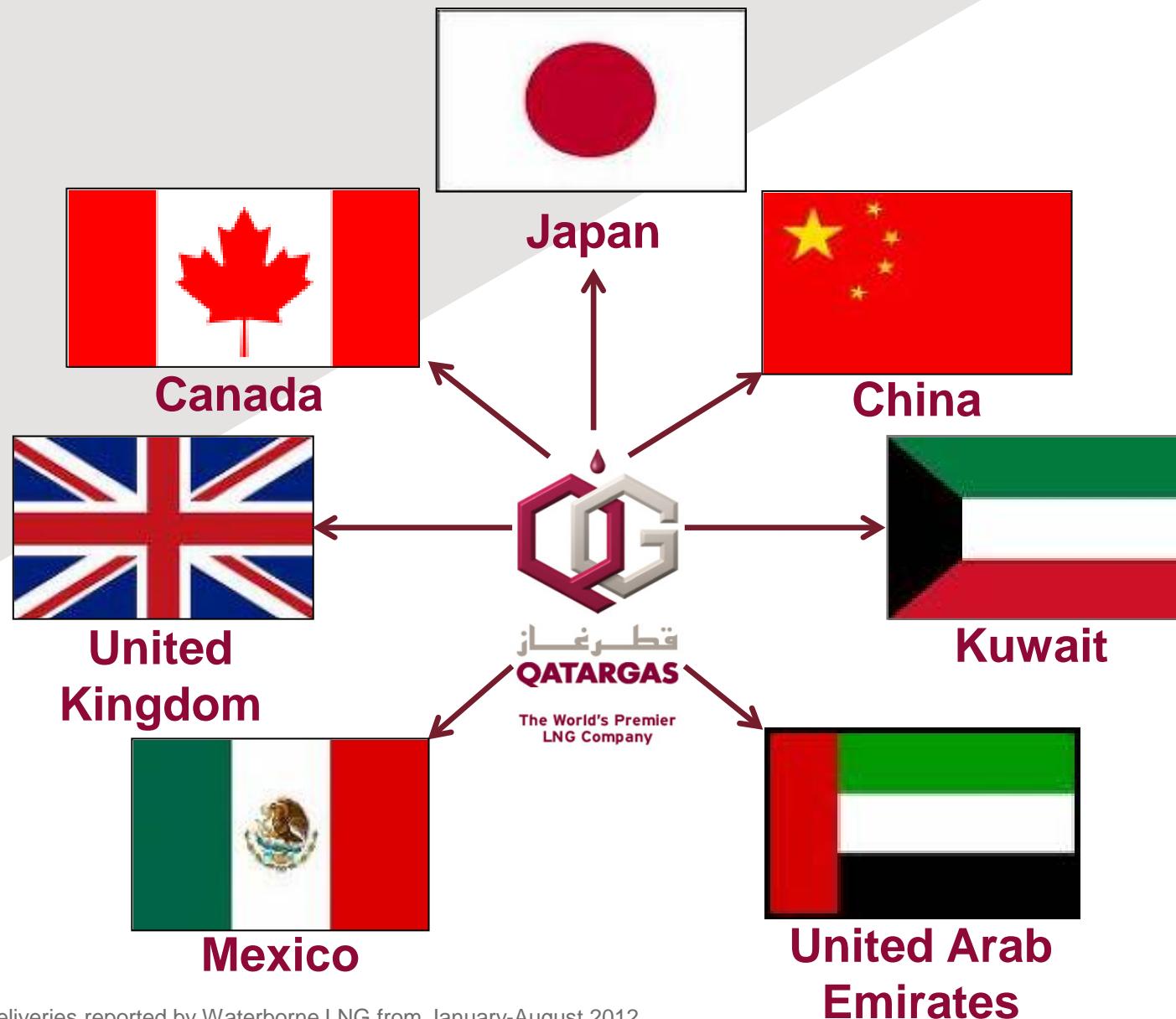
THE
KANSAI
ELECTRIC POWER CO., INC.

gasNatural
SHIZGAS · SHIZUOKA GAS COMPANY

ConocoPhillips

QATARGAS

Qatargas: largest LNG supplier to several markets...



NOTE: Based on deliveries reported by Waterborne LNG from January-August 2012.

Qatargas Marketing Principles

- Maintain highest reputation within the industry for
 - Safety
 - Reliability
 - Flexibility
 - Integrity
 - *Providing an environmentally friendly fuel*



Qatargas is a reliable long-term supplier with the ability to meet demand where it's needed most today & for many decades into the future.

Environment

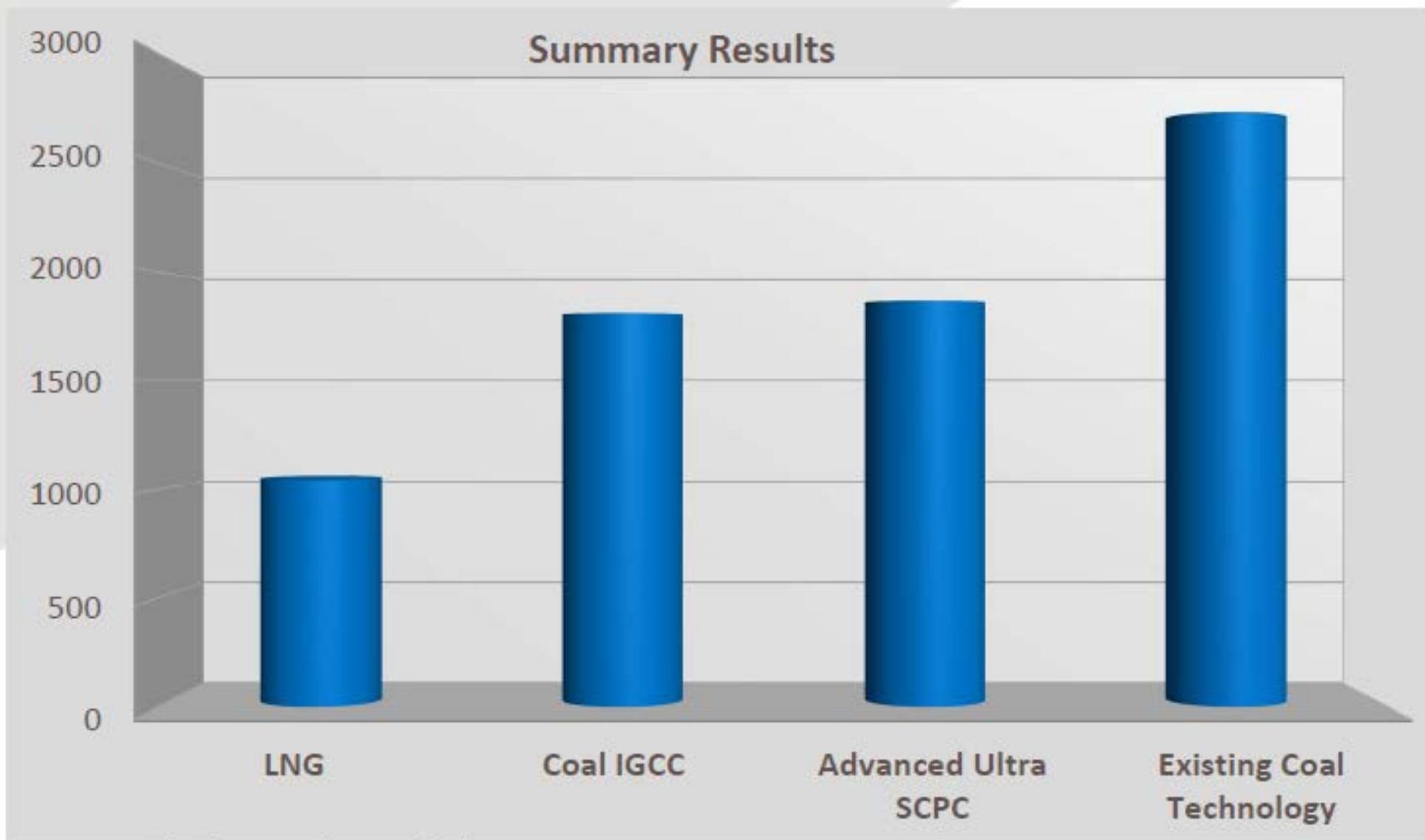
Qatargas is committed to the responsible development of natural resources whilst maintaining our strong environmental record.

At the core of this commitment is our covenant to demonstrate the highest standards of social and environmental practice and to continue to advance innovative environmental improvement solutions.



LNG a Smaller Greenhouse Gas Footprint

Qatar Gas



Source: Pace for the Center for Liquefied Gas

Jetty Boil Off Gas [JBOG] Recovery Project

Project Objectives:

- State of Qatar wants to minimise the environmental footprint of the LNG Industry.
- At full LNG production, savings at RLC LNG Terminal is estimated to be on average, 0.6 million tonnes of LNG per annum.
- This volume of gas is enough to power more than 40,000 homes per year





Pre-JBOG: Flaring Taking Place



Post - JBOG: 90% Recovery & Reuse of BOG – minimal flaring

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Note: Depiction shown is for illustrative/indicative purposes only



GGFR

Global Gas Flaring Reduction
A Public-Private Partnership

4 November 2012: Qatargas has been awarded the prestigious "Award for Excellence in Flaring Reduction" by the World Bank led Global Gas Flaring Reduction Partnership (GGFR) at a high-profile gala ceremony in London. The World Bank led initiative, the GGFR, is a globally recognized flare mitigation programme within the oil and gas industry. It brings together representatives of governments, state-owned companies and major international companies so they can overcome the barriers to reducing gas flaring by sharing global best practice and implement country specific programmes. Sheikh Khalid Bin Khalifa Al-Thani, Qatargas Chief Executive Officer, said, "We are delighted to win this prestigious award which bears testimony to our adherence to operational excellence and high environmental performance and stewardship. It shows our approach to flare management is seen internationally as being in the top category of performance and is particularly relevant as Qatar will shortly be hosting the international climate negotiations, the Conference of the Parties (COP18)." Sheikh Khalid Bin Abdulla Al-Thani, Qatargas Chief Operating Officer Engineering & Ventures, who collected the award on behalf of Qatargas, continued, "Our key drivers to minimize flaring include our desire to reduce our carbon footprint and also achieve operational excellence. We are currently leading one of the largest entirely environmentally-friendly based projects in the world to recover gas being flared during the Liquefied Natural Gas (LNG) ship loading at Ras Laffan Port. The \$800 million Jetty Boil-Off Gas (JBOG) Recovery Project will enable boil-off gas to be collected from LNG ships and compressed at a central facility. The compressed gas will then be sent to the LNG producers to be consumed as fuel or converted back into LNG." "The JBOG Project is a cornerstone of Qatargas' overall flare management and reduction strategy and will be instrumental in our drive to reduce and maintain total flaring at regulatory target levels in the long-term to protect the environment. The project will recover enough natural gas per year to power the equivalent of more than 40,000 homes," concluded Sheikh Khalid Bin Abdulla Al-Thani.





Thank You